



Building an Energy Partnership

Maine Supplier Seminar

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www.newenergy.com

www.constellation.com

Constellation NewEnergy

A National Presence

- Leading North American energy cost manager and competitive supplier to commercial and industrial market
- Celebrating 10th Anniversary
- More than 12,000 megawatts of peak electric load
- Manage 10 regional offices across North America
- More than two thirds of the *Fortune 100* are customers
 - Wal-Mart, Staples, Lowes, Home Depot and Merck
- Rated >96% in recent customer satisfaction survey
- \$2.3 billion in revenues (2004)
- Division of Constellation Energy -- Platt's 2004 Energy Company of the Year
 - a Fortune 200 Company (NYSE:CEG)

Constellation NewEnergy

A Regional Presence

- Active in competitive energy markets in New England – Massachusetts, Maine, Rhode Island, New Hampshire, and Connecticut
- More than 16,000 accounts served in New England
- More than 2,000 accounts served in Maine
 - L.L. Bean
 - Sysco Foods
 - Colby College
 - York Hospital
 - 99 Restaurant and Pub
 - Hancock Lumber Company
- Partnerships
 - Maine PowerOptions
 - Maine Metals Association
 - Maine Innkeepers Association
 - Maine Restaurant Association
 - Fenway Park
 - Gillette Stadium

The Power Behind the Patriots



Pricing Solutions

- Fixed Price
- MarketWatch
- Market Services
- Real Time and Blocks
- Load Response
- Renewable Electricity (Green)
- Maine Made Renewable

Developing a Strategy

- How much risk are you willing to assume & whom do you want making timing and pricing decisions?
- Doing nothing is a decision, but it does not reduce risk.
- We believe that developing an Electricity Procurement Hedge Strategy is prudent.